

### **REMARKS**

This Application has been carefully reviewed in light of the Office Action mailed September 25, 2003. At the time of the Office Action, Claims 1-18 were pending in this Application. Claims 1-18 were rejected. Claims 1-4, 6, 7, 9-13, 15, and 16 have been amended to further define various features of Applicants' invention. Applicants respectfully request reconsideration and favorable action in this case.

#### **Claim and Specification Objections**

Applicants have amended the specification appropriately to overcome these objections. With regard to page 14, Figure 3 is requested to be amended to refer to process 21, and a reference numeral 32 has been added.

Claims 3-4 and 12-13 were objected to because of informalities. The phrase "value-add" is used and explained on page 17, line 16, through page 18, line 3. Applicants have hyphenated this phrase in the claims to conform to the specification.

#### **Rejections under 35 U.S.C. §103**

Claims 1, 4-7, 10, and 14-16 were rejected under 35 U.S.C. §103(a) as being unpatenable over U.S. Patent No. 6,510,432 issued to Ronald Patrick Doyle ("Doyle") and in view of U.S. Patent No. 6,401,118 issued to Jason B. Thomas ("Thomas").

Applicants respectfully traverse and submit that Claims 1 and 10 (the two independent claims) have been amended to distinguish the present invention from the teachings of the Doyle and Thomas. Specifically, Claims 1 and 10 both refer to a harvesting process that works in conjunction with a reverse lookup process to provide contact information about prospective customers.

The prospective customers are identified in a search performed by the harvesting process. The source data for the harvesting process is from Internet participant-based text sources. These participants are the same persons as the contact persons. As is known in the art, a reverse lookup process uses one item of contact data about a person or enterprise (such as a phone number or email address) and obtains additional contact information.

The Examiner relies on the teachings of Thomas as having a “..... process that provides contact data about the prospects”. However this reliance is misplaced. In the invention of Thomas, the subject of the search and the subject of the contact data are different persons. In Thomas, the search locates a website containing certain content. The contact data is the URL of the website located in the search and the contact is the owner of the URL. (col. 11, lines 30 - 35).

The process performed by Thomas is not a reverse lookup from the data found by the search. In the present invention, data found by the harvester is the same data used for the reverse lookup. For example, a prospective contact’s telephone number could be used to obtain additional contact information. This limitation of Claims 1 and 10 is not taught or suggested by either Doyle or Thomas.

Claims 5 and 14 are requested to be cancelled. The remaining claims are dependent on Claims 1 and 10, and are allowable for the same reasons as Claims 1 and 10.

**Information Disclosure Statement**

Applicants enclose an Information Disclosure Statement and PTO Form 1449, with a copy of the reference and a check in the amount of \$180.00, for the Examiner's review and consideration.

**CONCLUSION**

Applicants have now made an earnest effort to place this case in condition for allowance in light of the amendments and remarks set forth above. Applicants respectfully request reconsideration of Claims 1-18 as amended.

Applicants believes there are no additional fees due, however, the Commissioner is hereby authorized to charge any additional fees or credit any overpayment to Deposit Account No. 50-2148 of Baker Botts L.L.P.

If there are any matters concerning this Application that may be cleared up in a telephone conversation, please contact Applicant's attorney at 512.322.2634.

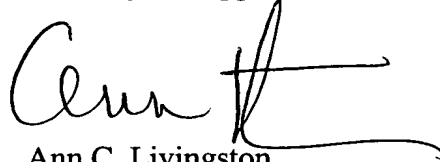
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PATENT APPLICATION  
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Respectfully submitted,

BAKER BOTTS L.L.P.  
Attorney for Applicant



Ann C. Livingston  
Reg. No. 32,479

SEND CORRESPONDENCE TO:  
Baker Botts L.L.P.

CUSTOMER ACCOUNT NO. **31625**  
512.322.2634  
512.322.2501 (fax)

Date: 12/19/03

Attachment: Replacement Sheet  
Annotated Sheet Showing Changes